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THE DISPATCH

INDUSTRIAL SECTION

Dispatch

Financial,  
Manufacturing,  
Real Estate.

THE DISPATCH FOUNDED IN 1860  
THE TIMES FOUNDED 1864

RICHMOND, VA., SUNDAY, JANUARY 22, 1911.

PRICE FIVE CENTS.

## REAL ESTATE AND BUILDING NEWS

Bad Weather of Many  
Kinds Has Chilling  
Effect on Business.

MUCH INQUIRY,  
BUT SMALL SALES

Would-Be Investors and Home  
Builders Talk to the Agents.  
Many Lists for Future De-  
velopment Made—Weather  
Interferes With Sales  
in Suburbs.

The Richmond real estate men will not get together and organize and operate a real estate exchange as they do in other progressive cities, but they prefer to continue in the ancient rut and keep on being "Johnnies on the spot," having all auction sales on the site of the property and 99 per cent of the private sales out in the sunshine. This being true, snow storms, rain and freezing weather have a tendency to knock the real estate business so far as actual sales are concerned, into the middle of next week or some other week that is not burdened with snow and ice on the ponds and rain from the clouds.

The past week was burdened with all of these trade knocking conditions, and hence the total sales for the week probably footed up not over \$100,000.

**Good Office Work.**

However, there was much office business, and investors showed a decided disposition to invest, whenever the clouds and the mud and the snow and the ice will admit of the turning of automobiles and buggies to the property, that they may trade and traffic right on the spot, and there was a great deal of inquiry for both business and residential realty. Agents visited gleefully told of getting numerous large and imposing deals "hung on the string," subject to early consummation in the shape of sales, and not a few of them have contracts and options signed up, and these, too, may result in very early sales of huge dimensions, and there are just oceans of small deals that have been strung up. Looking at the situation from this standpoint, the past week was indeed quite an active one, but contracts and options that are being "strung up" upon which they and other supposed bright prospects are jauntily hung do not always pan out in the final passing of the deeds, and the collecting of the purchase price, as one of the agents yesterday explained to me. He said that flatterer's "string" is often like John Billings' mosquito. When you hit at it your very hardest you are sometimes very liable to strike "what it recently was."

**Some Business Done**

Among the agents who looked upon the past week as active, along these lines were Pollard & Bagby, Amos & Peindexter, Blanton & Co., Harrison & Bates, Richeson & Crutcher, H. Seiden Taylor & Co., J. A. Connelly & Co., Chas. A. Nash, Brooke & Co., Elam & Funston, J. Thompson, Brown & Co., William Purcell, Jr. & Co., Vaughan & Co., Green & Redd, Williams & Cease, C. L. & H. L. Denoon, Douglas Taylor and others. There were some agents who would not comment at all, but they looked the way the others talked, and they, too, were evidently happy over the appearance of that string.

However, some sales were closed, that is to say, quite a number of deals of the smaller order that have been hanging on that string for a greater or less season were pulled up, and the deeds that evidenced the fact landed in the offices of the clerks of the courts.

**Veteran Investor Smiles.**

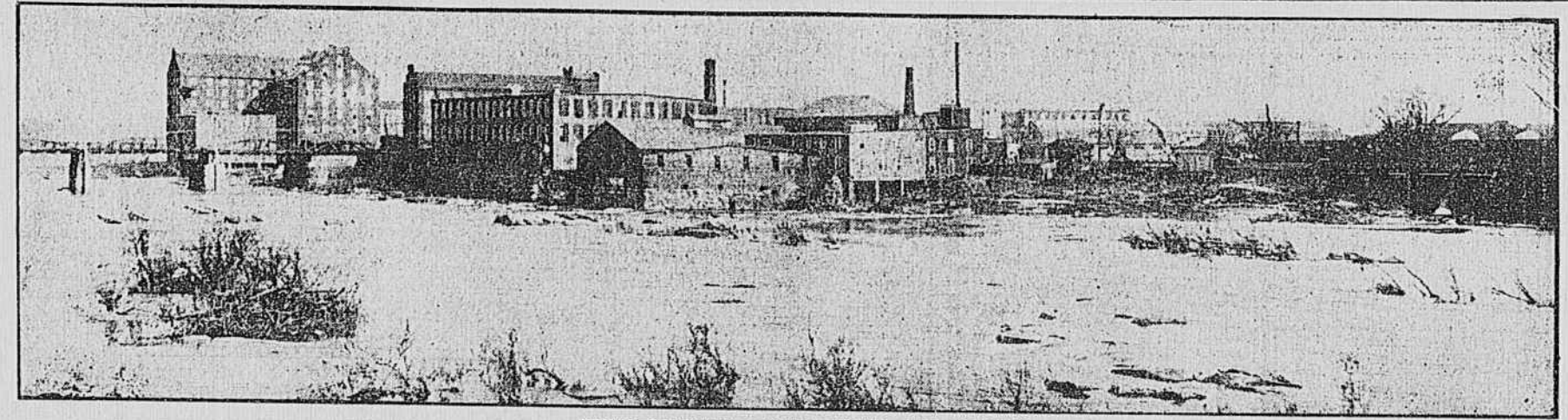
H. S. Wallerstein was in the market in the double capacity of buyer and seller the past week, and he tells me the agents with whom he does business sold for him a West Broad Street flat, a store at Laurel and Cary Streets, 255 feet of ground on Stuart Avenue between Cleveland Street and West Avenue, and that he bought some vacant dirt on Monument Avenue near Rosemeath Road. Mr. Wallerstein was asked for some of the figures that indicated this business, and after blinking his right eye and favoring the left, he said that he had sold the flat for \$100,000, and the store for \$10,000, and the ground for \$10,000, and the vacant dirt for \$10,000. Mr. Wallerstein never tells real estate news with figures attached. It is not always wise for "investors" to get leave to print, at least, he thinks Mr. Snow and other very bad January conditions are well calculated to give a black eye to the men who give special attention to the sale of suburban property, and it is no wonder that their transactions were small the past week. In fact, the most of the level-headed suburban dealers make it a rule not to cart or automobile an inquirer out to look at vacant suburban lots in such weather as prevailed last week. During such a time they are content to list the inquirers for future development, to keep them in the office and listing business in suburban lots was considered very active all the week, and several of the agents told me on the quiet that they had "developed" inquirers in their offices while the snow and the rain were falling sufficient to keep them from busy selling lots and passing deeds when the clouds roll by.

There is undoubtedly a great deal of inquiry, largely by mail, for farm acreage located within a circle of fifty to a hundred miles around Richmond. Many of these inquiries come from the West and Northwest, and visitors not a few have recently been here from those bleak regions to see for themselves and inquire in person. However, I have not heard of any large sales that were consummated the past week. One man sold a 100-acre farm in a nearby county on the Southern Railway, but he was mum when asked for further particulars. There seems to be special inquiry for James River farms, and there are said to be very few on the market at the present time.

**Lynchburg Tobacco Market.**  
(Special to The Times-Dispatch.)  
Lynchburg, Va., January 21.—The sales of tobacco this week reached nearly 700,000 pounds, a very strong and active market throughout the week, and closing on Friday with higher bids on lower grades. The quality of the offerings have somewhat improved, and fine dark wrappers, notably high as \$30 to \$35. There is some disappointment as to the length and spread of leaf for shipping to the Florida and fine dark wrappers, which the growing crop gave promise. Common lugs, \$1.65 to \$1.75; Good lugs, \$1.75 to \$1.85; Shred leaf, \$1.85 to \$1.95; Medium leaf, \$1.95 to \$2.05; Fine shipping, \$2.05 to \$2.15; Fine wrappers, \$2.15 to \$2.30.

**Lynchburg Tobacco Market.**  
(Special to The Times-Dispatch.)  
Lynchburg, Va., January 21.—John D. Olesby, of the Lynchburg Tobacco Warehouse Company (Inc.), makes the following:

## HERE ARE SHOWN SOME PRODUCTS OF THE OLD DOMINION



SOUTH RICHMOND WATER POWER AND FACTORY.



HALIFAX COUNTY CORN, PRIZE WINNER.



ONE OF VIRGINIA'S BIG PRIZE WINNERS.



YOUNG WESTERN GARDENER, WHO IS "SOME PUMPKINS."

## TOBACCO BREAKS LARGE OFFERINGS

All Market Towns Full of Loose  
Leaf—Prices Main-  
tained.

### COMPARISON WITH LAST YEAR

Hue and Cry About Money  
Losing—Figures Don't Apply  
to Sun-Cured.

There has been a hue and cry recently in many Virginia and North Carolina papers about low prices for leaf tobacco, some contending that the present prices for the raw material bring the poor farmer in debt for the growing of the crop. The actual figures, as compared with those made last year, do not seem to bear out the newspapers and others who have raised this hue and cry. It seems to be conceded that the farmers who grew the leaf tobacco in 1900 and sold the same last year, did not lose money by the transactions. The figures obtained for the sun-cured stock for the three months ending December 31, show an average of only 23 cents per 100 pounds less than those recorded for the same period of the previous year, and the looks at one warehouse in the city to which I have had access show for this month so far an average of only 8 cents per 100 pounds less than the same class of tobacco brought during the first twenty days of last January. The week may be, as the papers tell us, a little off in some of the markets, but the above quotations show the exact condition of the large quantities of sun-cured stocks now being sold in the Richmond market.

The breaks were very large in this city last week, and all of the five warehouses were kept exceedingly busy from Monday morning to Friday night. The sales were about 1,600,000 pounds. Of this 1,600,000 pounds were sun-cured stock, and about 225,000 pounds were of smoked or fire-cured dark tobacco, the remainder being Burley that was shipped in from Virginia, West Virginia, Ohio and Kentucky farms.

In the sun-cured offerings there was a great deal of good stock that the manufacturers were eager for. Some of the wrappers sold for from \$20 to \$30 per 100 pounds. Considerable business was done in hoghead lots of darks and brights.

The warehousemen look for large breaks again this week. The loose leaf sales will begin Monday morning, starting off with something like 150,000 pounds of Burley and large quantities of shipped sun-cured leaf.



PITTSVANIA COUNTY'S BOYS' CORN CLUB.

report of tobacco sold on the Lynchburg market:  
Solid week ending January 12, 911,200 pounds;  
solid week ending January 19, 1,211,000 pounds;  
increase this week, 300,000 pounds.  
Solid from September 1, 1910, to January 20, 1911, 4,125,000 pounds.  
Receipts this week were heavy, but prices were good throughout the entire week, with all grades of tobacco in active demand.  
The average prices were higher than the corresponding week last year.  
Good receipts are expected next week.  
Prices firm at quotations below:  
Lugs, common, \$5.75 to \$5.85  
Lugs, good, \$5.85 to \$6.00  
Leaf, common, \$6.00 to \$6.25  
Leaf, good, \$6.25 to \$6.50  
Medium leaf, \$6.50 to \$6.75  
Leaf, fine, \$6.75 to \$7.00  
Leaf, wrappers, \$7.00 to \$7.25  
Lugs, common, \$5.75 to \$5.85  
Lugs, good, \$5.85 to \$6.00  
Leaf, common, \$6.00 to \$6.25  
Leaf, good, \$6.25 to \$6.50  
Medium leaf, \$6.50 to \$6.75  
Leaf, fine, \$6.75 to \$7.00  
Leaf, wrappers, \$7.00 to \$7.25

## BLACKSTONE TOBACCO MARKET.

(Special to The Times-Dispatch.)  
Blackstone, Va., January 21.—Report of the Blackstone tobacco market by T. E. Chambers, of Farmers' Warehouse: The snow the first of the week cut off receipts, and the market did not sell as much this week as it did last week. Prices remain strong on all grades with no change in prices so far as can be seen. Lugs are somewhat higher, especially the snuff grade, the market having sold about 20,000 pounds.  
The following prices are quoted:  
Lugs, common, \$5.75 to \$5.85  
Lugs, good, \$5.85 to \$6.00  
Short leaf, \$6.00 to \$6.25  
Medium leaf, \$6.25 to \$6.50  
Shipping, common, \$6.50 to \$6.75  
Shipping, fine, \$6.75 to \$7.00  
Wrappers, short, \$7.00 to \$7.25  
Wrappers, fine, \$7.25 to \$7.50

## DEED CITY TOBACCO MARKET.

(Special to The Times-Dispatch.)  
Deed City, Va., January 21.—The breaks at the two warehouses have been very heavy throughout the week. Large quantities of tobacco having been brought in, notwithstanding the deep snow that fell Tuesday, covering the ground to a depth of five or six inches.  
On Tuesday 50,000 pounds were sold at the Alliance Warehouse at an average price of \$3 per 100 pounds. On the same day at Saunders' Warehouse 42,500 pounds were quickly disposed of at \$5.60, general average per 100 pounds. On Wednesday the sales were also large, with an average price of \$5.20 per 100 pounds.  
Fine prices have been maintained throughout the season thus far, and the planters are well pleased.  
Checks to the planters have been cashed by the Trust and Savings Bank and the People's Bank this week, aggregating more than \$100,000.

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## VIEWS AND NEAR VIEWS, HINTS AND SUGGESTIONS

Big Shoe Shops Wanted—Aeroplane Factories,  
Why Not?—Wasted Power in Virginia.  
Gold Mining in Fluvanna—Thoughts  
Wise and Otherwise.

BY FRANK S. WOODSON,  
Industrial Editor.

Every man is capable of doing some good for his country, although he may be a train wrecker and a fifteen-year sojourner in a penitentiary. The man Morganiello, who recently left the Virginia State prison for the lecture platform, must be credited with the good work of reminding the people of this State of the disgracefulness of that penitentiary shoe contract. It is to be hoped that the powers that be may yet find some way to legally and honorably get out of that contract even before it ends itself two years and three months hence, but I do not propose to discuss that subject here. The incident suggests that shoemaking is an industry that can and ought to be greatly enlarged in Virginia, especially that part of Virginia known as Great-er Richmond.

Among the shoe jobbing cities in the United States Richmond stands sixth or seventh in volume of business done per annum, and nine-tenths of the shoes wholesale and retail in this city are made in factories in other parts of the country. This is all wrong, for it can be demonstrated that all manner of footwear, from the coarse stitch down to the finest of shoes can be manufactured as cheaply as in New York or Boston or St. Louis or Lynchburg. It stands to reason that if the New Englanders who hold that miserable contract with the Virginia

Penitentiary can haul the leather and other necessary stock to Richmond and make "stitch downs" at an enormous profit, first class factories with free labor, can make the better grade shoes of all kinds and make money in the business. Lynchburg is doing it, doing it splendidly and her magnificent shoe factories are thereby making old Virginia famous in the trade circles of the whole country, but Lynchburg does not make enough shoes to supply the demand in Virginia's natural trade territory. It seems to me there is no better place in the land for a number of immense shoe factories than Richmond. Why not have them here?

### Airship Factory, Why Not?

I do not know, and have not the time to hunt up the information just how it happened, when the automobile became a trade commodity, and its manufacture a wonderful industry, that Detroit, Michigan, jumped right into the limelight, and in a short while went far, very far ahead of any other part of the country in the matter of building and selling automobiles, but they did that very thing, have outstripped all the balance of the country and the all the balance of the country and the millions of dollars to the wealth of the Middle West. It is possible, even probable, that for all time that region

Manufacturing in South Richmond  
An Industrial Colony on the  
Edge of Town That Is  
Great.

One of the arguments advanced at the time in favor of the annexation of Manchester to Richmond was that South Richmond would soon thereafter become a great manufacturing centre with all kinds of small industries and very many large ones flourishing there like a green bay tree. The ancient town of Manchester with several railways passing through, with water power and with other facilities for manufacturing and other kinds of plants has all along been accustomed to hearing the buzzing of machinery and looking upon the black smoke gushing from many smokestacks that poked their heads out over great and small industrial plants of one kind and another.

Since the agitation for annexation of the territory to Richmond, and since the annexation became an accomplished fact the factories and warehouses and other plants that were already there have been enlarging, some new ones have sprung up and other are in contemplation, and investors and manufacturers are known to be looking around under the guidance of real estate agents for more sites upon which to erect plants of one kind and another. And so it happens that there was indeed something in the argument of the enthusiastic annexationists that annexation would increase the industrial and manufacturing activities on the south side of the James.

In a little plot of land lying just beyond the city limits, but to all intents and purposes, except the one purpose of city taxation, within the city, there have sprung up in recent years several manufacturing enterprises, and these have been greatly enlarged since annexation took place. This industrial colony, if it may so be called, is bounded by the Petersburg Turnpike, Maury Street, the Atlantic Coast Line tracks and the county of Chesterfield. In that area are today large large cabinet or furniture factories, another wood working establishment and a big iron working shop, and the immense storage and ordering warehouses of the biggest tobacco concern in the world are being erected as fast as builders and contractors can rush the work. These warehouses when completed, it is said, will cover twenty-five acres of ground, and they represent the most stupendous undertaking in the building line South Richmond or Manchester has ever known.

There are to be fourteen houses in all on the twenty-five acres, six of which are nearing completion and the ground has been broken for the other eight. An army of workmen are engaged on the job, and the contractors expect to put the finishing touches on the whole business long before the good year comes to an end. The amount of the work that can be stored in this immense system is astounding and almost beyond comprehension, but the American Tobacco Company, buyers for the States and has factories all over the

## GREAT KING CORN RULES IN VIRGINIA

Official Data Concerning  
the Good Work of the  
Boys' Corn Clubs.

### VIRGINIA BOYS INVADED THE WEST

Marvelous Results of Demonstration  
Work—Remarkable Enthu-  
siasm of Youths—Showing  
New Tricks to Their Fath-  
ers—What the Clubs  
Did Last Year.

BY FRANK S. WOODSON.

Possibly there be some city readers of The Times-Dispatch who are almost ready to say the Industrial Section devotes rather too much space to the corn-growing subject. The farmer boys all over the State who are showing their fathers tricks in the matter of making several ears of corn come forth where only one used to tassle and silk and mature, think enough space is not granted to the very live and intensely interesting subject. The men of Virginia under the instructions of the demonstrators of the farmers' co-operative demonstration work have performed wonders in increasing the yield of this grain, and the boys' corn clubs have proven to be a grand success. Indeed, the boys of the State are outdoing their fathers, and altogether corn has become, agriculturally speaking, the king in Virginia, the king among crops.

The results of the good work of the boys' corn clubs have been sized up, and the object of this article is to tell about these results. I have the following official figures, furnished me by Thomas O. Sandy, the State agent and chief of the demonstrators, being a part of his report to Governor Mann: Total number of bushels of corn raised by the corn club boys in Virginia, 25,449 1-4 bushels. Average number of bushels per acre, 61 46-100 bushels. Average cost per bushel, 48 4-5 cents.

**Invaded the Middle West.**

The following is a list of the Virginia boys who sent exhibits to the fourth annual National Corn Exposition held at Columbus, O., together with the average bushels made per acre and cost of production:

Maurice Olgers, Sutherland, Va., 167 7-9 bushels; 24 3-4 cents per bushel.  
Arthur Raines, Petersburg, Va., 123 3-4 bushels; 17 1-2 cents per bushel.  
L. M. Walker, Jr., Ivy Depot, Va., 106 bushels; 19 3-5 cents per bushel.  
Herbert Mitchell, Whitfield, Va., 125 1-2 bushels; 17 cents per bushel.  
Marion Thomas, Madison Run, Va., 142 1-2 bushels; 22 cents per bushel.  
Hurt Bomar, Clover, Va., 102 1-2 bushels; 19 cents per bushel.  
William J. Edwards, Crystal Hill, Va., 108 1-3 bushels; 16 2-5 cents per bushel.  
James H. Tulloh, Alton, Va., 129 2-3 bushels; 16 1-5 cents per bushel.  
Thomas Turnes, Appomattox, Va., 111 1-2 bushels; 21 cents per bushel.  
Wilmer L. Smith, Appomattox, Va., 108 3-4 bushels; 17 3-5 cents per bushel.  
Berkley Woods, Appomattox, Va., 110 3-4 bushels; 12 1-2 cents per bushel.  
Earle Penn, Goode, Va., 120 bushels; 15 1-2 cents per bushel.  
Luther G. Vertz, Salem, Va., 113 bushels; 22 3-4 cents per bushel.  
John Seagle, Roanoke, Va., 120 1-3 bushels; 23 cents per bushel.  
Kendall Hickson, Remington, Va., 131 2-3 bushels; 15 cents per bushel.

**Boys Handsomely.**

It is understood, of course, that in order to produce crops with commercial success quantity and cost must both be considered, and, therefore, the boys in the corn clubs were required to keep an accurate account of all fertilizers used, all work done, and the cost in order to determine the cost per bushel of the product.

It must be remembered that these boys were making their first attempt at corn-raising, and naturally directed their efforts to the largest possible yield without much expense, and have now learned many things which will enable them hereafter to produce better results at less cost.

Even with the drawback of want of experience, a careful examination of the tables will show that the boys who produced the largest yields did so at considerable profit. Take for illustration the crop of 167 7-9 bushels, produced by Maurice Olgers, of Dinwiddie county, at cost per bushel of 24 3-4 cents; his crop at sixty cents a bushel will yield \$100.65, made at a cost of \$31.52 cents, and so yielding a net profit of \$69.14.

**Certificates Going Out.**

But this is not all, in estimating the cost of the crop, Olgers was charged with the rent of land, but was not credited by the value of the German or crimson clover sowed in his corn, which ought to yield at least one and a half tons of hay to the acre. Nor is he credited with the lime and fertilizers used, which will add to the value of his land for at least three years, and permit him with little additional cost to make three or more crops of grass. It would not be unfair to put the improvement against the cost of fertilizer and thus make the crop clear profit.

As the efforts of the boys' corn clubs are producing such results and exciting so much interest, it may be that the names of the boys and the crops produced will appear in another issue. The Governor is issuing the certificates he promised to the boys, and sixteen of them for the boys of Appomattox county were forwarded to Appomattox on Friday, and were doubtless delivered on Saturday at the agricultural meeting held at Appomattox that day.

**Where the Corn Clubs Are.**

As the boys' corn clubs are so prominent in the public eye, and the work they are doing promises so much for Virginia, the facts and figures given below will be of interest to the people

(Continued on Third Page.)